

Message Text

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ACTION COME-00

INFO OCT-01 EA-09 EB-07 ISO-00 /017 W

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R 210308Z JUL 76

FM AMEMBASSY KUALA LUMPUR

TO SECSTATE WASHDC 4039

AMEMBASSY BANGKOK

AMCONSUL HONGKONG

AMEMBASSY JAKARTA

AMEMBASSY MANILA

UNCLAS KUALA LUMPUR 4172

E.O. 11652: N/A

TAGS: BEXP, MY

SUBJECT: PRODUCT OPPORTUNITY-SUBMARINE CABLE SYSTEM

REF: STATE 165132

ACCORDING TO SOURCES AT THE TELECOMMUNICATIONS DEPARTMENT, THE PROPOSED CABLE SYSTEMS INVOLVE CABLE FROM KUANTAN (MALAYSIA) TO SINGAPORE AND FROM PENANG (MALAYSIA) TO MADRAS (INDIA) ALL ARE STILL IN THE DISCUSSION STATE. TELECOMMUNICATIONS STATED THAT THESE ARE PROJECTS TO BE UNDERTAKEN BY THE COMMONWEALTH COUNTRIES NOT BY ASEAN, AND MALAYSIA IS NOT PLAYING A LEADING ROLE IN THIS FORMULATION. CABLE & WIRELESS LIMITED OF GREAT BRITAIN IS PRESENTLY THE FRONTRUNNER TO BE PICKED AS THE CONSULTANTS TO PERFORM THE ARCHITECT-ENGINEERING STUDY OF THE PROJECT SIMPLY BECAUSE THEY ARE THE BEST KNOWN AND ESTABLISHED FIRM IN THAT FIELD IN THIS REGION. THEY ARE ALSO FAVORED BECAUSE OF THE PERFORMANCE THEY TURNED IN ON THE SINGAPORE TO SABAH AND HONG KONG LINKS. IN FACT, A SENIOR DIRECTOR OF THE TELECOMMUNICATIONS DEPARTMENT TOLD THE EMBASSY TO DIRECT ALL ENQUIRES TO CABLE AND WIRELESS REGARDING THE PRODUCT OPPORTUNITIES FOR THE PROJECT. REGARDING THE SUBMARINE CABLE SYSTEM INVOLVING MALAYSIA TO

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THAILAND, THE EMBASSY WAS INFORMED THAT THE PROJECT

WOULD BE SHELVED.
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